

ZOONO®

Annual General Meeting

Sydney - Wednesday, 18th November 2026

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Executive Presentation

Paul Hyslop and Paul Ravlich

Commercial Traction

Over the past year the food supply chain programme has moved from signed agreements to orders, retailer store trials, commercial-scale producer trials and a second product line.

3

partnerships with market-leading packaging manufacturers in the UK, South Africa and Australia with all three now ordering

6

store trials with national retailers completed, in progress or scheduled across the UK, Europe and South Africa, each following successful rounds of grower trials

60+

Completed or active trials and development programs across fruit, vegetables, chilled foods, cut flowers and shipping containers

4

jurisdictions in which food contact regulatory dossiers have been completed, supported by third-party migration and safety testing

Container programme - supplying the coating for OSY's shipping container programme, which is running commercially in South Africa, across soft fruits, stone fruits, grapes and citrus



Repositioning Zoono | Summary

- Post-COVID, with consumer sales collapsed, the Board rebuilt the Company around B2B applications.
- OSY introduced the food supply chain, where extending shelf life and reducing food waste are priorities for retailers, growers and exporters worldwide.
- Food contact is one of the most demanding applications for any surface technology. Making it work took formulation development, migration and safety testing, independent regulatory assessment and multi-season trials with retailers and growers — nearly four years of work.
- That work is the barrier to entry. A competitor has to replicate the regulatory position, the trial evidence and the retailer acceptance, not just the chemistry.
- OSY leads commercialisation, application and regulatory work; Zoono manufactures and supplies.
- Three partnerships with market-leading packaging manufacturers are now ordering.
- Overheads were reduced early, so the Company moves towards profitability as volumes build.
- Barriers to entry – the food contact regulatory position, the applicable know-how, years of trial evidence and partnerships with market-leading packaging manufacturers are already in place. Each takes years for a new entrant to assemble.





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Full-year FY26 summary

- FY26 was an improvement over the prior corresponding period (PCP)
- Revenue up 38% to NZ$1.72M
- Gross Profit 73.2% versus 36.6% PCP
- Operating costs reduced NZ$1.29M
- Loss down 54%
- Improvement in cash receipts and a lower net cash outflow in operating activities



Contracts and Orders

Each agreement is with a market leader in its territory

Sharpak United Kingdom · signed May 2025

Rigid punnets for strawberries, raspberries, blueberries, blackberries and grapes.
Orders received in 2026. Store trials with multiple UK national retailers scheduled from autumn 2026, following successful grower trials.
Discussions extended to the wider Groupe Guillin teams.

Mpact South Africa and Namibia · signed November 2025

Corrugated board packaging for grapes, stone fruit and berries.
First-year orders running to schedule. Extending to board tomato punnets, with a national retailer store trial scheduled to start in Q4 CY2026.

Multisteps Australia · signed November 2025

Thermoformed packaging for fresh produce.
Opening order January 2026. Trials completed with several growers and confirmed launch in lychees for Q4 CY2026.
Active discussions with all three main retailers now in place.

Shipping containers Supply agreement with OSY · signed August 2026

Zoono supplies the coating for OSY's container programme.
Containers being coated commercially for fruit exporters in South Africa, with approvals from major international shipping lines.



Pipeline: Where the Growth Is Coming From

The pipeline is widening across four directions:

01 Deeper customer penetration

From one category to several

- A UK national retailer progressing from soft fruit to grapes, tomatoes, cheese and chilled prepared foods
- Mpact extending from grapes and berries into board tomato punnets, with a retailer store trial

02 Into new territories

Following produce across borders

- European soft fruit and tomato growers trialling through a leading European packaging group
- A continental European retailer store trial, and a full-container export trial from Australia

03 Into new formats

Beyond the rigid punnet

- Flexible film for salads with a major European salad producer
- Board punnets with a global board packaging group, and flower sleeves for the cut flower trade

04 Into new parts of the chain

From the pack to the journey

- Shipping container interiors for fruit exporters, running commercially in South Africa
- Commercial trials with a grape exporter and a Europe–Africa produce shipping line



Position at September 2026.

How the Progress Has Been Made

R&D completed. Formulation refined for food contact. Successful migration and safety testing by accredited third-party laboratories. Food contact regulatory dossiers completed in four jurisdictions. Application developed across rigid plastics, corrugated board, flexible film, flower sleeves and container interiors.

How. OSY leads commercialisation, application and regulatory work and holds the customer relationships; Zoono manufactures and supplies. Partnerships are made only with market leaders, and demand is built with retailers rather than pushed through packaging.

Why it takes time, and why that protects it. Each route to market runs at its own pace, set by the gates it has to pass. The time it takes is what the next entrant has to repeat.

Inability to control timing. This will occur from time to time.

Packaging
~1.5 to 2 years per new market

Packaging manufacturer › retailer › category › trial, on the retail buying calendar

Containers
~6 months

No manufacturer, retailer or listing gate; carrier approvals already held





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Current Shelf-Life Prospects









Key opportunities

- UK & EU – various large supermarket chains
- Australia – various large supermarket chains and food packaging houses
- South Africa – large container business with 500,000 containers per annum at 2L per container in negotiations
- Asia – various large supermarket chains and food packaging houses

Packaging Partnerships

- UK & EU - Groupe Guillin/Sharpak – signed UK agreement May 2025 for NZ$30M over 5 yrs. 2 orders of NZ$1.1M received already
- Aust – Multisteps – signed agreement November 2025 for NZ$16M over 5 years. 1 order of NZ$0.1M received already
- South Africa – Mpact – signed agreement November 2025 for NZ$5M over 5 years. 4 orders NZ$0.5M received already

Produce successfully completed proof of concept trials

- Soft fruits, lychees, cherries, papaya, grapes, poultry, salmon, prawns, white fish

New produce confirmed proof of concept trials

- Salad bags, salad boxes, cucumber, broccoli, mangoes, red meats,

Current Zoono Core Growth Streams

Key opportunities

- Saudi Arabia and Sri Lanka – negotiating with two group for distribution rights at NZ$1.3M per annum
- Korea – interest from Korean Air and Asiana airlines for wipes with a distributor looking to set up a local wipes manufacturing facility inside the Anyang Correctional Facility. Poultry farm trials about to start

Current revenue streams

- B2C online NZ$400K per annum
- India - strong inroads into the Indian market with farmers after successful testing with pomegranates, onions, grapes, tomatoes and mango with expected revenue streams of NZ$700K per annum





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